

# SANDERS COLLEGE OF BUSINESS AND TECHNOLOGY

The Sanders (<https://www.una.edu/business/>) College of Business and Technology (<https://www.una.edu/business/>) offers two degrees at the master's level and one degree at the doctoral level, plus micro-credentials and certificate programs for post-baccalaureate students. The College is accredited by AACSB International and is a highly respected vehicle for enriching undergraduate study in science and engineering, liberal arts, and the social and behavioral sciences as well as for adding depth to the traditional undergraduate business disciplines.

The Master of Business Administration (MBA) degree has several concentrations and degree delivery options for a 34 semester hour program. Students with undergraduate degrees in business and those from non-business disciplines are equally encouraged to apply.

The Abrams and Associates Master of Accountancy (MAcc) program consists of 30 semester credit hours and is for students entering the profession of accounting.

The Master of Health Administration (MHA) degree is a 34 hour program for leaders looking to advance in the healthcare industry.

The Executive Doctor of Business Administration (EDBA) degrees has 54 hours and is for experienced leaders seeking terminal degrees to advance within an organization or transition into a consulting career or higher education.

Graduate Micro-credentials and Certificates are small programs specifically designed to equip professionals with the skills that employers want, in order to stay at the leading edge in a variety of business disciplines.

## A Message from the Dean Dr. Doug Barrett

Why should you choose the Sanders College of Business and Technology? For one important reason: Students are our #1 priority.

We are large enough to offer outstanding programs, as you will see below. We also offer some programs that you will not find at the larger universities. We are also small enough to work with each student on an individual basis. We offer small class sizes, and students have many opportunities to interact with our faculty members and build life-long relationships. Our #1 goal is to prepare students for rewarding careers.

Business is an excellent career choice and our graduates are placed in excellent internships and full-time positions throughout the north Alabama region and nationally.

We offer many opportunities for study, including:

- The Bachelor of Business Administration (<https://www.una.edu/business/undergraduate/bachelor-of-business-administration-bba/>) (B.B.A.) in accounting, computer information systems, data analytics, finance, human resource management, innovation and entrepreneurship, management, and marketing.
- The B.S. in Computer Science (<https://www.una.edu/business/undergraduate/bachelor-of-science-computer-science/>) and B.S. in Information Technology (<https://www.una.edu/business/undergraduate/bachelor-of-science-information-tech/>).

- An online BBA (<https://www.una.edu/business/undergraduate/bachelor-of-business-administration-bba-flex/>) in professional management for adults seeking a more flexible option to finish their business degree.
- Undergraduate minors (<https://www.una.edu/business/undergraduate/business-minors/>) and certificates (<https://www.una.edu/business/undergraduate/microcredentials--certificates/>) in new market niches such as professional sales, user-experience, and innovation and entrepreneurship.
- The largest MBA (<https://www.una.edu/mba/>) program in the state of Alabama, offered online, on-campus, and in two locations in Asia.
- The Abrams and Associates Master of Accountancy (<https://www.una.edu/business/graduate/master-of-accountancy-macc/>) degree (online and on-campus) for students entering the profession of accounting.
- The Master of Health Administration (<https://www.una.edu/business/graduate/mha.html>) degree for leaders looking to advance in the healthcare industry.
- The Executive Doctor of Business Administration (<https://www.una.edu/business/graduate/executive-doctorate-business-administration/>) degree for experienced leaders seeking terminal degrees to advance within an organization or transition into a consulting career or higher education.
- The Accounting Career Completion Program (<https://www.una.edu/business/accounting-career-program/>) (online) for those who desire to change career paths to accounting.
- Graduate Micro-credentials (<https://www.una.edu/microcredentials/>), which are small programs specifically designed to equip professionals with the skills that employers want, in order to stay at the leading edge in a variety of business disciplines.

All business programs are accredited by AACSB (<https://www.aacsb.edu/about/who-we-are/>), the premier accreditation for business schools earned by only 5% of business schools in the world. The B.B.A. in Computer Information Systems, the B.S. in Computer Science, and the B.S. in Information Technology are accredited by ABET (<https://www.abet.org/accreditation/>). While we know we offer high-quality programs and focus on continuous improvement, it is important for you to know that independent accreditors have affirmed the excellent quality of our programs.

The Sanders College of Business and Technology is the fastest growing unit of the University. Our undergraduate enrollment has increased by over 30% in the last four years. Our graduate business enrollment has doubled in the last six years to over 1,200 students. The College has approximately 50 dedicated full-time faculty, most holding PhDs from leading universities.

Innovation is a core component of our mission. Click here (<https://www.youtube.com/watch?v=ueM3SdQxvQ>) for more info. We place strong emphasis on experiential learning to prepare you for today's rapidly changing business world. You will have the opportunity for hands-on learning through:

- The Generator (<https://www.una.edu/business/the-generator.html>), our student incubator

- The Steele Center for Professional Selling (<https://www.steelesalescenter.com/>)
- User-Experience lab
- Cybersecurity lab
- Innovation and Entrepreneurship program
- Student groups

The College serves as a platform for economic development in the region through our Institute for Innovation and Economic Development (<https://www.una.edu/institute/>). We have received national recognition for our leadership of Shoals Shift (<http://www.shoalsshift.com/>) which brings great opportunities for our students to develop business skills and create new businesses.

The Sanders College of Business and Technology is very proud of its alumni and students. Our graduates have an enviable record of success in their professions, and our students are highly successful in statewide and national academic competition.

The Sanders College of Business and Technology can get you where you want to be, whether you are a first-time freshman, a transfer student, or a working professional exploring degree completion or graduate degree options.

Best wishes,

J. Douglas Barrett, PhD  
Dean, Sanders College of Business and Technology  
LaGrange Eminent Scholar of Business

## Admission

Successful graduate study in business requires a combination of verbal and conceptual skills, quantitative and analytical skills, conscientiousness, and maturity. Students should have or commit to develop an acceptable level of strength in each of these areas in order to be successful in graduate study. Admission standards are established to accept students who possess these skills and traits and thus have a fair probability of success and to encourage those without appropriate academic preparation to pursue developmental work before undertaking graduate study in business. Any MBA or MAcc student whose cumulative GPA in their MBA or MAcc curriculum falls below a 3.0 will be placed on probation for one semester. Students not satisfying the minimum 3.0 GPA requirement after one semester on probation will be automatically dismissed from the MBA or MAcc program.

All students applying for admission to any MBA program or the MAcc program at UNA must submit an official transcript showing the conferral of a degree at the baccalaureate or higher level. Grade point averages on these transcripts are used to determine eligibility for admission. No other transcripts are needed unless subsequent coursework grades are intended to be counted toward the admission decision. In those cases, official transcripts will be required before consideration of those additional grades. Students may be admitted unconditionally or conditionally for graduate study. Conditionally admitted students must earn unconditional admission status by the time they have completed their fourth graduate course. The student must maintain a 3.0 average or higher in the first four courses (with no more than one grade of C or below) as well as satisfy any other conditions that may have been listed on the official admission letter or summary sheet.

A student can enroll in MBA or MAcc courses as an “unclassified” student. Unclassified students can earn no more than seven graduate credit hours (typically including MBA 600 and MBA 601 in the MBA program). Unclassified students must meet all of the requirements for Unconditional or Conditional Admission except for an acceptable GMAT or GRE score or acceptable professional experience. To continue in the program after the completion of seven graduate credit hours, the student must have an acceptable GMAT score or acceptable professional experience and have at least a 3.0 GPA for the four graduate credit hours completed.

A student can enroll in a Graduate Certificate Program in the Sanders College of Business and Technology as an “unclassified” certificate program student but is limited to enrolling only in those courses leading to the certificate. Unclassified certificate students must meet all of the requirements for Unconditional or Conditional Admission except for an acceptable GMAT score or acceptable professional experience. To continue in the MBA program after the partial completion of the certificate program, the student must have an acceptable GMAT score or acceptable professional experience and have at least a 3.0 GPA for the graduate certificate credit hours completed. After the successful completion of all requirements for the certificate program with a 3.0 GPA in the certificate courses, students will, upon application, be accepted into the MBA Program.

## Admission to MBA Program or MAcc Program

### Unconditional Admission

- Hold a graduate or professional degree from a regionally accredited US based institution or an institution recognized by the government of another country (example—J.D., M.D., etc.) or appropriate professional certification approved by MBA Admissions Committee; or
- All three of the following:
  - Bachelor’s degree or equivalent from a regionally-accredited US based institution or an institution recognized by the government of another country and
  - An overall undergraduate grade point average of at least 2.5 on a 4.0 scale, as reported on the transcript of the qualifying degree granting institution, and
  - At least 4 years of demonstrated responsibility in professional or entrepreneurial positions OR GMAT score of 450 or higher, OR membership in Beta Gamma Sigma honor society.

Acceptable (equivalent) GRE or MAT score may be substituted for GMAT with approval of the MBA Admissions Committee.

### Conditional Admission

All three of the following:

- Bachelor’s degree or equivalent from a regionally-accredited US based institution or an institution recognized by the government of another country and
- An overall undergraduate grade point average of at least 2.5 on a 4.0 scale or a grade point average of 3.0 on a 4.0 scale in the last 30 hours of undergraduate course work.
- At least 3 years of demonstrated responsibility in professional or entrepreneurial positions, OR GMAT score of 400 or higher, OR membership in Beta Gamma Sigma honor society.

Acceptable (equivalent) GRE or MAT score may be substituted for GMAT with approval of the MBA Admissions Committee.

<sup>2</sup> Note: Official admission test score should typically be no more than five years old.

Note: International students must also submit a sufficient TOEFL or IELTS score.

## Admission to Executive MBA Program Unconditional Admission

- Hold a graduate or professional degree from a regionally-accredited US based institution or an institution recognized by the government of another country (example – J.D., M.D., etc.) or appropriate professional certification approved by MBA Admissions Committee; or
- All three of the following:
  - Bachelor's degree or equivalent\* from a regionally-accredited US based institution or an institution recognized by the government of another country and
  - An overall undergraduate grade point average of at least 3.0 on a 4.0 scale, as reported on the transcript of the qualifying degree granting institution, and
  - At least 5-year work history demonstrating increasing responsibility in professional or entrepreneurial positions.

### Conditional Admission

All three of the following:

- Bachelor's degree or equivalent<sup>1</sup> from a regionally-accredited US based institution or an institution recognized by the government of another country and
- An overall grade point average of at least 2.5 on a 4.0 scale (GPA requirement is waived for students admitted to Asia MBA degree programs.) and
- At least 5-year work history demonstrating increasing responsibility in professional or entrepreneurial positions.<sup>2</sup>

Candidates with exceptional business experience including position and length of service may be considered for conditional admission if the above GPA requirement is not satisfied. Approval by the Sanders College of Business and Technology MBA Admissions Committee is required.

Note: The Executive MBA Admissions Committee or designated faculty representative may request a personal or telephone interview and/or a written statement of professional goals before making a final determination of conditional admission

Note: All grade point average requirements are based on the GPA reported on the official transcript from the qualifying institution as the basis for the awarding of the qualifying degree. Students whose degrees are from non-regionally-accredited US based institutions AND whose grade point average exceeds the requirements listed above may be considered for admission based on exceptional executive level experience or a GMAT score of at least 450.

<sup>1</sup> For students applying to the Asia MBA program, 3 year diploma + 1 year bridge program is equivalent to a bachelor's degree. Note that applicants to the MBA degree program delivered in Asia who hold a three year diploma and otherwise meet admission standards may (with the approval of the MBA Admissions Committee) be admitted conditionally. These students will be required to complete concurrently a 30 semester hour Pre-MBA Bridge program. Additionally, the GPA requirement is waived for these applicants.

## Advisement

Upon admission to the program, each student is assigned an adviser who, in consultation with the student, will plan the program of studies and provide continued supervision and guidance.

The Sanders College of Business and Technology participates in UNA's graduate Repeat/Recompute policy. Any MBA or MAcc student earning a grade of C, D, or F in a graduate level course(s) may choose up to one course to retake for the purpose of recomputing their GPA. For each course identified and repeated, only the most recent grade, of B or above, will be used in recomputing the overall graduate GPA. However, all grades earned will remain on the official transcript. Credit hours earned per course may be used only one time toward meeting the number of credit hours required from graduation. The Repeat/Recompute policy is available only prior to the degree being conferred. Students must request their GPA be recomputed by completing the form at this link ([https://www.una.edu/registrar/student-resources/r\\_r-graduate\\_fillable.pdf](https://www.una.edu/registrar/student-resources/r_r-graduate_fillable.pdf)).

## Degrees and Program Options

The Sanders College of Business and Technology prides itself on being a leader in providing graduate programs that deliver outstanding quality, a highly relevant curriculum, instructional excellence, and extraordinary convenience at an exceptional value. Students may start their MBA, MAcc, MHA, or Micro-credential in the fall, spring, or summer semesters, and have options to start in second 8 week terms as well for fall and spring. The EDBA program starts a new cohort each spring.

- Abroms and Associates Master of Accountancy (MAcc) (<https://catalog.una.edu/graduate/business/macc/>)
- Executive Doctor of Business Administration - EDBA (<https://catalog.una.edu/graduate/business/edba/>)
- Executive MBA (<https://catalog.una.edu/graduate/business/executive-mba/>)
- Master of Health Administration (<https://catalog.una.edu/graduate/business/mha/>)
- MBA Degree (<https://catalog.una.edu/graduate/business/mba/>)
- MBA – Accounting Concentration (<https://catalog.una.edu/graduate/business/mba-accounting-concentration/>)

### 1. Master of Business Administration Degree

**MBA.** Concentrations are available in accounting, family and community services, finance, health care management, human resource management, information systems, project management, and sales and new business development. All students will take Foundations of Business, a four-credit hour graduate course sequence covering material designed to prepare all students to succeed in the more discipline specific graduate courses regardless of their undergraduate major or the age of their undergraduate degree.

**Executive MBA.** The EMBA is designed for rising managers, entrepreneurs, and mid-career professionals. The curriculum focuses on topics relevant to mid-management success. The Executive MBA is delivered online and at our campus in Florence, AL, and a different curriculum is delivered in hybrid format.

2. **MAcc Degree.** The Abrams and Associates Master of Accountancy (MAcc) is designed for those desiring more thorough knowledge of accounting theory and practice.
3. **MHA Degree.** The Master of Health Administration degree is for leaders looking to advance in the healthcare industry.
4. **Joint Curriculum Two Degrees Program.** The Joint Curriculum Two Degrees Program allows students to earn a Master of Business Administration degree and a Master of Science in Family & Community Services degree simultaneously. Students must be eligible to be admitted to both programs and must meet the degree requirements outlined in the joint curriculum.
5. **Executive Doctor of Business Administration (EDBA).** The Executive Doctor of Business Administration (EDBA) is a professional degree program for leaders seeking to go beyond the master's level and differentiate themselves by developing applied research skills for solving complex organizational problems and developing innovative business solutions based on the most current evidence-based practices. These qualities make the program an ideal fit for experienced leaders who may be changing roles or positions within an organization, moving into a consulting career, or wishing to transition to an academic position. As a doctoral program, the degree requires a dissertation and the requisite statistical and methodological skills necessary to complete such a project. However, the coursework and research are applied in nature with an intentional focus on how to leverage analytical tools and methods to solve real-world problems, address contemporary issues, and navigate disruptive trends that may not have existed even five years ago.

## Special Programs and Activities

### Micro-Credentials

- Micro-Credential in Data-Analytics (<https://catalog.una.edu/graduate/micro-credentials/data-analytics/>)
- Micro-Credential in Financial Analysis (<https://catalog.una.edu/graduate/micro-credentials/financial-analysis/>)
- Micro-Credential in Health Care Management (<https://catalog.una.edu/graduate/micro-credentials/health-care-management/>)
- Micro-Credential in Human Resource Management (<https://catalog.una.edu/graduate/micro-credentials/human-resource-management/>)
- Micro-Credential in Information Systems (<https://catalog.una.edu/graduate/micro-credentials/information-systems/>)
- Micro-Credential in Leadership (<https://catalog.una.edu/graduate/micro-credentials/leadership/>)
- Micro-Credential in Professional Selling (<https://catalog.una.edu/graduate/micro-credentials/professional-selling/>)
- Micro-Credential in Project Management (<https://catalog.una.edu/graduate/micro-credentials/project-management/>)